

2 September 2025

ASX ANNOUNCEMENT

1H FY25 Results Investor Presentation

Attached are the 1H FY25 Results Investor Presentation slides which will be delivered at a conference call with the investment community, including a Q&A session, at 10am today.

To listen to the conference call, please register at:

[IMEXHS Ltd 1H FY25 Results Presentation](#)

Upon registration, the dial in details will be sent to participants via email.

Authorised for release by the Board of IMEXHS Limited.

-ENDS-

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About IMEXHS

IMEXHS Limited (ASX: IME) is an innovative provider of medical imaging software and radiology services in 18 countries including Colombia, the US and Australia. Founded in 2012, IMEXHS develops software as a service (SaaS) imaging solutions that includes a Picture Archiving and Communications System (PACS), a Radiology Information System (RIS), a Cardiology Information System (CIS) and an Anatomical Pathology Laboratory Information System (APLIS). Its solutions are completely cloud-based, vendor neutral and zero footprint, with no need for installed software. The IMEXHS products are designed to increase productivity and save money for end users, with a scalable platform that enhances patient outcomes. For more information, [visit www.imexhs.com](http://www.imexhs.com)



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1H FY25 Results

2 September 2025

01

imexHS

THE RADIOLOGY OF THE FUTURE delivered into your hands

02

imexHS

One Company with two businesses aimed at democratizing access to medical imaging expertise



Software Business

Medical imaging software (RIS, PACS, universal viewer, AI)



Radiology Services

Radiology services, primarily in Colombia

03

imexHS

Some Figures

8.9M
Imaging
studies year

6.3M
Users of the
patient portal

+549
Installed
sites

25
Partners

3.4K
Monthly Specialist
users

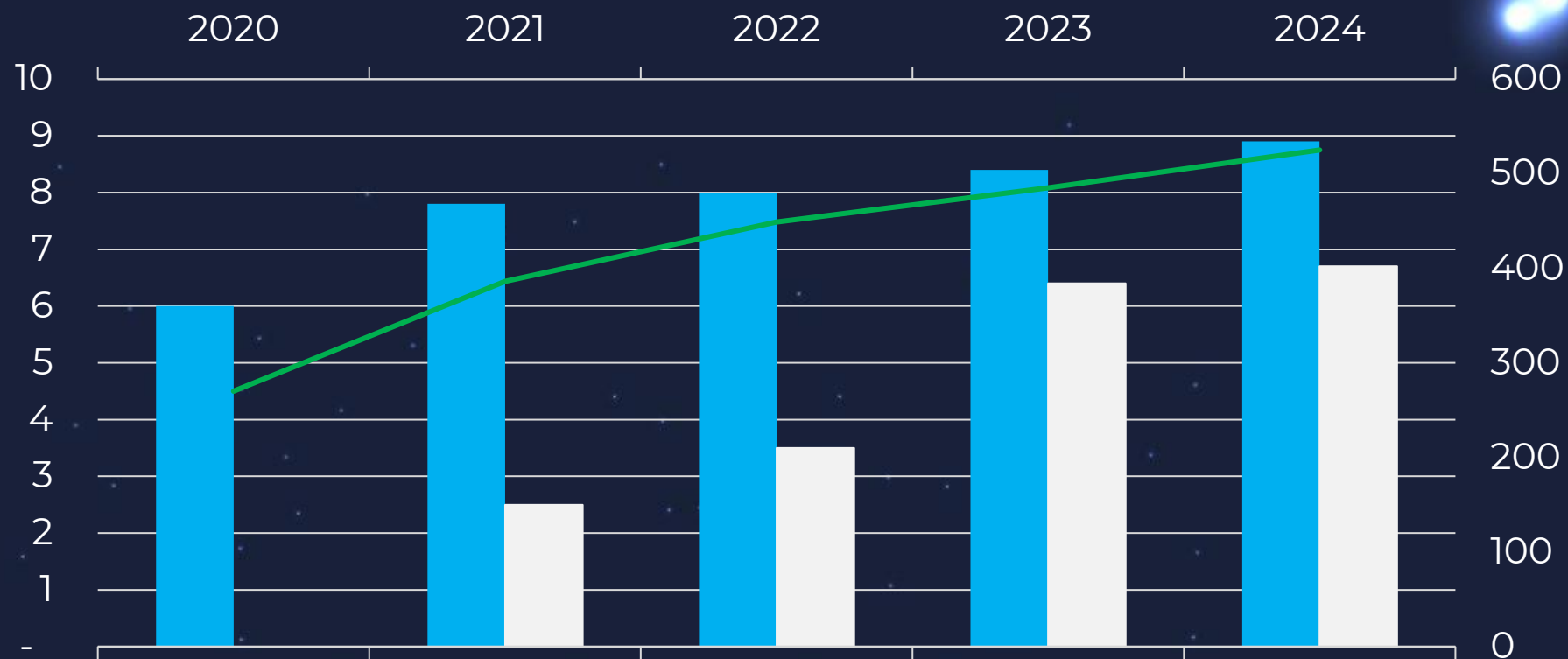
58
Net Promoter
Score

04

5 YEAR OVERVIEW TRENDS



TRENDS LAST 5 YEARS



Studies Per Year (M)	6	7.8	8.0	8.4	8.9
Portal Users (M)	-	2.5	3.5	6.4	6.7
Sites	270	386	449	485	525

2020	2021	2022	2023	2024
6	7.8	8.0	8.4	8.9
-	2.5	3.5	6.4	6.7
270	386	449	485	525

Our certifications reaffirm our dedication to excellence across multiple geographies.



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1H FY25 FINANCIAL HIGHLIGHTS



Sales Revenue¹

Up 4% yoy

Up 7% on a constant
currency basis²

\$13.7m

Annual Recurring Revenue (ARR)

Up 11% yoy

Up 7% on a constant
currency basis

\$32.8m

Underlying EBITDA³

Flat vs pcp

\$0.3m

Cash

vs \$2.1m at 31
December 2024

\$2.5m

Debt

vs \$1.2m at 31
December 2024

\$1.3m

1. Excluding the one-off sale of \$0.7m in pcp.
2. Constant currency basis assumes H1 FY25 results are converted at the average foreign exchange rate for 1H FY24. This removes the impact of changes in currency rates and allows comparison of IMEXHS's underlying operating performance.
3. Underlying EBITDA excludes the impact of FX, share based payments and the impairment of goodwill of \$1.7m in 1H FY25.

\$M	Software	Radiology	Corporate	Total 1H FY25
Revenue	4.7	9.0	-	13.7
Underlying EBITDA	1.3	0.3	(1.3)	0.3
ARR	11.9	20.9	-	32.8

Software primarily relates to sales of IMEXHS Enterprise and growing IMEXHS Cloud business

- Revenue up 11% vs pcp (excluding the one-off sale of \$0.7m in pcp)
- ARR up 20% vs pcp
- Underlying EBITDA of \$1.3m down from \$1.9m in pcp

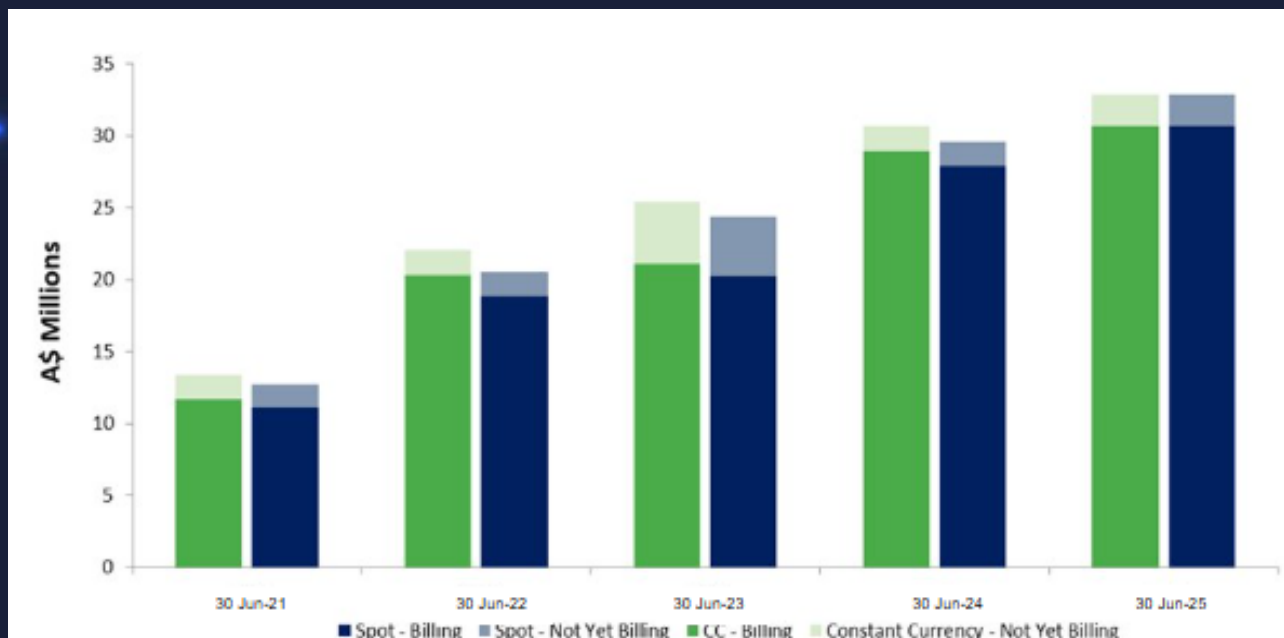
Radiology includes RIMAB along with other services related to outsourcing radiology on-premise or remotely using IMEXHS software

- Revenue up 1% vs pcp.
- ARR up 6% vs pcp.
- Underlying EBITDA of \$0.3m up vs (\$0.2m) in pcp.

→ Corporate costs of \$1.3m down \$0.1m vs \$1.4m in pcp

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PROGRESS IN ARR



ARR AS AT 30 JUNE 2025

- \$32.8m, up 11% vs 30 Jun-24:
- \$32.8m, up 9% vs 31 Dec-24
- \$11.9m from Software, up 20% vs \$9.9m at 31 Dec-24; and
- \$20.9m from Radiology services, up 4% vs \$20.1m at 31 Dec-24.

(1) Constant currency basis assumes that historical results at each year end are converted at the 30 Jun-25 exchange rate. This removes the impact of changes in currency rates and allows comparison of IMEXHS's underlying operating performance.

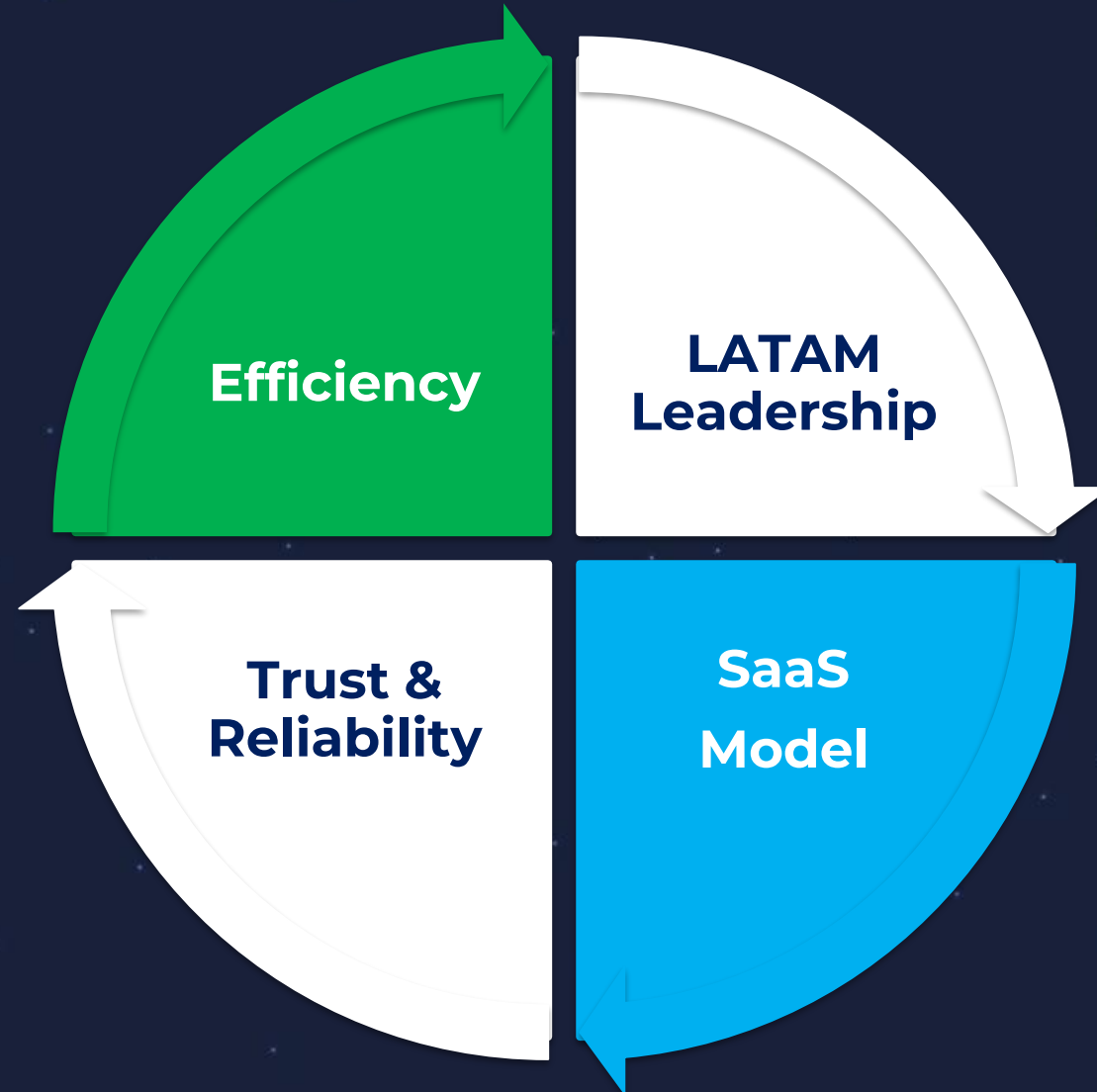
(2) Adjustments to ARR are made as contracts move from estimates to actual volumes and as estimates are removed for any older contracts which are assessed as unlikely to proceed.

09

imexHS

**Delivering
diagnoses that
transform the
lives of 500
million people.**

We are dedicated to offering tailored technology and service solutions to hospitals, clinics, and diagnostic centres, with a clear emphasis on improving radiology efficiency and lowering costs by up to 80%.





Driving sustainable,
efficient, and profitable
growth

STRATEGIC PILLARS

Consolidate leadership in
LATAM



Scale
SaaS MODEL



Driving automation and cost
efficiency



SOFTWARE ARR

→ \$11.9m ARR and \$4.7m revenue at 1H FY25.

→ Driven by Aquila+ adoption and strong retention

ENTERPRISE WINS

→ Q1: \$183k Clínica Occidente + Hospital Moncaleano.

→ Q2: \$206k INNN México + \$490K Diodiagnostico (extension).

PARTNERS CHANNEL

→ 25 partners in 15 countries.

→ 33% of 1H NARR generated by partners (vs 11% in 1H FY24)

SOFTWARE FOOTPRINT

→ 549 live sites in 18 countries.

→ ~2.1M studies processed per quarter

COMMERCIAL DISCIPLINE

→ Segment-specific pricing launched

→ Cost optimization in cloud, storage, workflow

Product Progress

→ Launch of Aquila+

- A fully integrated multitenant RIS-PACS AI-enhanced suite.
- Transcription & validation module implemented.
- Smart routing worklist launched.
- Auto refresh, automatic viewer opening.
- AI chat assistant for radiologist and coin counter (productivity).
- Integrations enabled with AI 3rd parties: AI prioritization within worklist, for DeepC and Entelai.

New Value Proposition

→ Fully Deployed

- Cybersecurity: ISO 27001 certification achieved for the Aquila+, and R&D process.
- Quick and easy implementation process (60% faster vs Aquila 3).
- Modern update cadency (biweekly frequency, no downtime).
- Support service with CES (Customer Effort Score) of 6.4 / 7.0, in the top quintile of the industry.
- +5 new features enabled by AI.

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Agent AQUILA AI

Optimize your work with our AI agent, your best ally.

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Viewer with deepc AI

Discover new insights with the help of AI

Structured plan to
strengthen
EBITDA & Margins



AREA	KEY ACTION
Cloud	Costs (storage and processing) reduced, improvements in gross margin.
R&D / Product	Focus on key processes and value creation.
Finance	Optimized structure, impact on fixed costs.
Sales Admin	Adjusted administrative costs.
EBITDA	Projected improvement of 8–9% since H2.
Next Steps	Continuous assessment of new efficiencies.

Market Segmentation Strategy

- Four Distinct Segments
- Customized Value Propositions

Pricing Model Innovation

- Customer-Centric Pricing
- Implementation Roadmap

Projected Financial Impact

- Pricing Model Benefits
- Profit Margin Improvement

Upselling Opportunity

- Secondary Revenue
- Leveraging Aquila+ Product

2025 - 2026

Commercial Execution

 New segmentation + pricing model

 Partners Program Boost

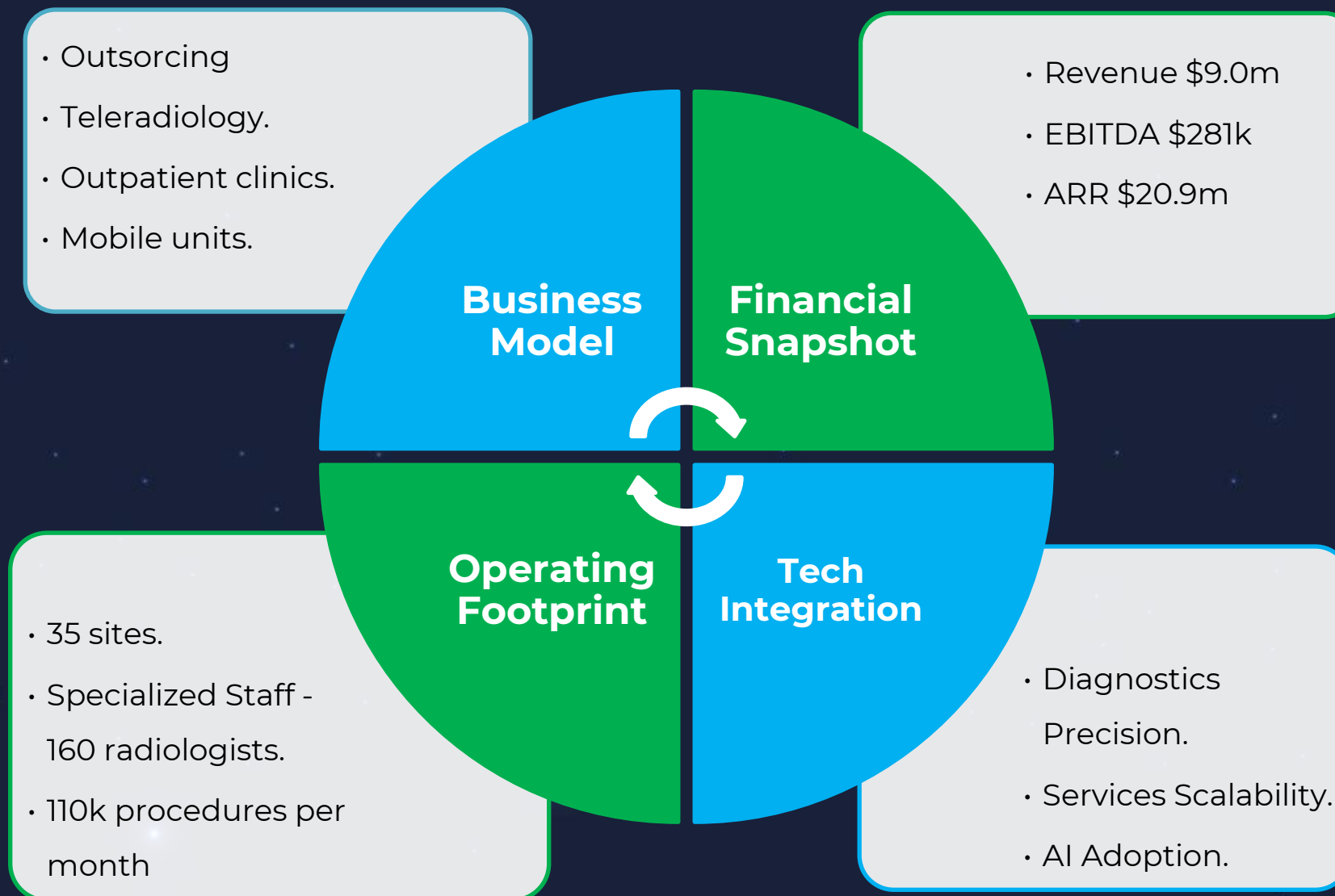
 Pipeline & Sales Conversion

Expansion Plan

 2025 Focus on     

 2026 Entry plans 

 Enhanced Partner Support






Profitability






Working Capital

Context Colombia's Healthcare Sector

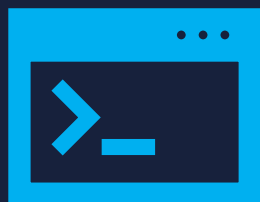
-  Structural crisis, pending reforms.
-  Regulatory uncertainty, increased financial stress on payors.
-  Delayed payments and high working capital risk.

RIMAB ACTIONS

-  Continue improving margins.
-  Strategic customers selection and active contract negotiation.
-  Protect working capital – strict credit terms.

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Software Business



Regional consolidation and growth

- Commercial and marketing focus on selected segments.

Pricing optimization (new model)

- To improve margins and sales efficiency.

Value Proposition Enhancement

- Upselling Aquila+ to current customers and aligning offerings with market trends.

Pipeline, ARR and revenue growth

- Accelerate growth thorough funnel expansion.

Radiology Services



Margins Improvement

- Dynamic pricing assessment and renegotiation.
- Cost control via AI and automation.

Working capital protection

- Tightening of credit terms.
- Exit contracts with customers under financial distress.

Financial Discipline Focus

- Improve liquidity and cash level.

Risk Reduction Strategies

- Lowering exposure to distressed healthcare payors.

Guidance

The Company expects to achieve the following for FY25:

- Revenue in the range \$27.5m to \$28.2m - up 4.0 to 6.6% vs prior year.
- Underlying EBITDA in the range \$1.3m to \$1.6m - up \$0.8m to \$1.1m vs prior year.

THANK YOU

Q&A



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The background is a dark blue field filled with a complex network of thin, light blue lines that resemble circuit traces or a neural network. Scattered throughout are various small, glowing icons: a padlock, a brain, a shield, a magnifying glass, and a document. Some of these icons are enclosed in circular frames. The overall aesthetic is high-tech and digital.

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1H FY25 Results

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